

29TH CARAIFA SALES CONGRESS 2015

A highlight for us in the Insurance Industry was the hosting of the 29th CARAIFA Sales Congress on the 26th - 29th April, 2015 at the Hyatt Regency Hotel. The programme was packed with inspirational speakers and enjoyable entertainment. The theme of this prestigious event was 'The Pursuit Continues.....' Two hundred and ninety one advisors were in attendance and from all indications, the event was world class. International and regional speakers impressed their audience with sound technical content and motivational messages meant to 'unleash potential'.

As we resume our normal routines, all will be lost; no benefits will be derived, if there is no implementation. Take the day as one speaker advised, examine your purpose, redefine the way you conduct your business, and detail your plan of action with realistic timeframes. You deserve success and your clients are entitled to sound financial advice. Let's continue the Pursuit....



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THE ANNUAL GENERAL MEETING

The Annual General Meeting was held on the 28th May. A new Board was installed. The following is the composition of the new National Board as well as the Chapter Boards:

National Board

Mr. Gerald Cruickshank	President
Mrs. Mariana Galindo	Vice President
Mr. Curtis Dass	Immediate Past President
Ms. Alicia Birch	Secretary/Treasurer
Mr. Terrance Williams	Asst. Secretary/Treasurer

North Chapter Board

Finbar Garcia	President
Louis Mc Mayo	Vice President
Garfield Clouden	Immediate Past President
Varsha Hanooman	Secretary/Treasurer
Anthony Moore	Asst. Secretary/Treasurer

East Chapter Board

Patricia Ferguson	President
Marilyn Gittens-Oxley	Vice President
Terrance Williams	Immediate Past President
Shirma Maraj	Secretary/Treasurer
Donna Diaz	Asst. Secretary/Treasurer

South Chapter Board

Fitzroy Jackman	President
Wendel Noel	Vice President
Rozana Gaffoor-Ali	Immediate Past President
Larry Tai Chew	Secretary/Treasurer
Gail O'Brian	Asst. Secretary/Treasurer

THE ANNUAL GENERAL MEETING

The feature Speaker was Mr. James Camacho Vice President, Operations of Sagicor and President of ATTIC who delivered another detailed presentation on the new Insurance Bill. This is the second in-depth presentation on the new Bill.

Bear in mind specific excerpts from the bill under discussion:

DEFINITION OF FIT AND PROPER

In determining whether an individual is a fit and proper person to hold any particular position, regard shall be had to his good character and probity, competence and soundness of judgment for fulfilling the responsibilities of that position, the diligence with which he is fulfilling or likely to fulfill those responsibilities and whether the interests of policy holders or potential policyholders of the registrant or financial holding company are or are likely to be, in any way threatened by his holding that position.

CLAUSE 146 STATES THAT

A certificate of registration shall not be renewed if the sales representative, agent, broker or adjuster to whom it is issued has not complied with CONTINUING EDUCATION REQUIREMENTS as required by the Central Bank.

CONGRATULATIONS TO 2014 LUTCF AND FSS RECIPIENTS

LUTCF

Andrew Mohan	Joan Carr
Anne Lamont-Charles	Juliette Jacob-Felician
Bernadette Charles	June Noel-Lezama
Bernadette Stanley-Joseph	Kenwyne James
Christine Peru	Kerry Charles
Christopher Maraj	Kerwin Kitson
Clifford Manchoon	Marcia Assam
Daniel Pereira	Marlon De Leon
David Gordon	Martin Thomas
Denise Bissessar-Dass	Michael Ballo
Denise Steeple	Michelle Hernandez
Dyan Guevara	Nicole Butcher
Earline Brathwaite	Nicole Joseph
Gabrielle Addley	Sherwin Wong
Geeta Gunness	Simone Squires
Ingrid Serrette-Carabache	Tricia Herreira-Britto
Jagdish Ramkisson	Wayne Griffith
Jamie Garcia	Yannick Antoine

FSS

Brent Durity	Nicole Blake
Brent Thomas	Nicole Carter
Cameilla Ali	Norva Welch
Corinne Laban-Maharaj	Peter Kong
David Webster	Prematee Ramsoomair
Ian Ragoonanan	Rene Martinez
Jacqueline Pollonais	Ricard Skerritt
Jeanine Lucas	Roger Alcantara
Jennifer Khan	Rose Ramoutar
Joanne Baptiste	Salome Barton
Juan Alleyne	Sandra Theodore
Mark Rodriquez	Sophia Ramsaroop
Natasha Charles	

EDUCATION

Advisors, the previous designations (LUTCF & FSS) are no longer accessible. You now have to pursue the FSCP- Financial services Certified Professional. Call us at TTAIFA to matriculate to the FSCP.

FSCP

FA 201	Techniques for Exploring Personal Markets
FA 202	Techniques for Meeting Clients Needs
FA 257	Essentials of Life Insurance Products
FA 261	Foundations of Retirement Planning
FA 262	Foundations of Financial Planning- An Overview
FA 263	Foundations of Financial Planning- The Process
FA 271	Foundations of Estate Planning
FA 290	Ethics for Financial Services Professional

UPCOMING EVENTS

TTAIFA East Chapter's Going Green

TTAIFA South Chapter's MDRT

WELLNESS CORNER

Safeeya Mohammed - How do we “DESTRESS” during the day?

- D** - Dance/Do what makes you happy
- E** - Exercise - walk, run, cycle, weights
- S** - Strength - gain positivity from what is accomplished
- T** - Timeout/Talk
- R** - Rest - relax, meditate
- E** - Engage yourself in another activity
- S** - Structure - derive a plan/list
- S** - Synchronize - your life, bring balance

Max Moyo - 9 Steps to Revolutionary Leadership

- IDENTITY** - Knowing and accepting and embracing who you are.
- TALENTS** - Name, Claim, Aim your unique talents.
- PURPOSE** - Then you follow with the discovery of personal purpose.
- CONVICTION** - When captured personal purpose ignites conviction.
- VISION** - This conviction generates a vision in your heart that stirs a passion.
- PASSION** - The force of your passionate pursuit of the vision inspires others.
- INSPIRATION** - They are stirred to join in and cooperate with the vision.
- INFLUENCE** - Now that's what I call influence. When people willingly give up their will to follow you.
- LEADERSHIP** - This results in followers acknowledging.